From: Jesse Mund
To: Adam Rabinowitz; Daniel Cohen
Subject: Re: FW: Invoice CINV-007292 from Flock Safety
Date: Tuesday, March 29, 2022 5:17:54 PM
Attachments: Screen Shot 2022-03-29 at 5.07.17 PM.png

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good Afternoon Dan,

Adam looped me in to provide some context. I figured since I know the details it would be easiest to reply directly.

The first 31 cameras were on a PPI (30 day trial), but we were only able to install 20, as we needed to get all the approvals from the state of CA to install the other 11 on CalTrans roadways. Because of that delay, and the agency's patience with the process, we have waited to invoice until the cameras are installed. We are now in the process of installing the other 11 cameras for the initial order, and will send that invoice soon. Since it was a PPI, we don't invoice until they have had the cameras installed and 30 days to use them, which technically has not happened yet.....This is the reason for the delayed invoice.....

For the second round of installations (104 cameras), it will go to the standard terms in the agreement (no PPI) where we invoice upon contract execution. The renewal date will be upon installation of the cameras. Our current policy is to set the renewal date to commence upon the 1st camera installed, but as this order is quite large (and SMPD has been outstanding customers), we can be flexible on the renewal date to when a majority of the cameras are installed. Since most of the cameras are in the city ROW, we should be able to install the vast majority of the cameras quickly (only 9 have a CalTrans Permits).

5. PAYMENT OF FEES

5.1 **Fees.** Agency will pay Flock the first Usage Fee and the Installation Fee (the "Initial Fees") as set forth on the Order Form on or before the 7th day following the Effective Date of this Agreement. Flock is not obligated to commence the Installation Services unless and until the Initial Fees have been made and shall have no liability resulting from any delay related thereto. Agency shall pay the ongoing Usage Fees set forth on the Order Form with such Usage Fees due and payable thirty (30) days in advance of each Payment Period. All payments will be made by either ACH, check, or credit card.

Please reach out to me anytime if you have questions.

Best Regards,

Jesse Mund
Major Account Manager, West
713-899-6379 | Jesse.mund@flocksafety

Do you mind giving us a review? Click here!

On Tue, Mar 29, 2022 at 4:54 PM Adam Rabinowitz <adam.rabinowitz@flocksafety.com> wrote:

> @Jesse Mund - we changed our policies in between these two for santa maria, right? or did they want the invoice for the 5 year 1.3m one sooner? anything you can provide to help me with a response is appreciated!
>
> ---------- Forwarded message ---------
> From: **Daniel Cohen** <dcohen@cityofsantamaria.org>
> Date: Tue, Mar 29, 2022 at 6:01 PM
> Subject: RE: FW: Invoice CINV-007292 from Flock Safety
> To: Adam Rabinowitz <adam.rabinowitz@flocksafety.com>
> Cc: Sara Peet <speet@cityofsantamaria.org>, Jen Aguirre <jennifer.aguirre@flocksafety.com>
>
> Adam-
>
> I'm a little confused.
>
> For the original 31 cameras, which have not been completely installed, we will pay upon completion of the project. This is consistent with our conversation.
>
> For the second project, 104 cameras, am I understanding that Flock wants pre-payment, for 5-years, before the cameras are installed?
>
> Any clarification you could provide would be appreciated.
>
> Dan

Dan Cohen, Division Commander

Santa Maria Police Department

(805) 928-3781 X-1234

From: Adam Rabinowitz <adam.rabinowitz@flocksafety.com>
Sent: Monday, March 28, 2022 12:06 PM
To: Daniel Cohen <dcohen@cityofsantamaria.org>
Cc: Sara Peet <speet@cityofsantamaria.org>; Jen Aguirre <jennifer.aguirre@flocksafety.com>
Subject: Re: FW: Invoice CINV-007292 from Flock Safety

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Hi Commander Cohen,

Thank you for the time today. Here's what I've learned:

There's 3 transactions:

1. The first round of cameras invoice will be sent upon validation of all cameras (requested to pay for 3 years of service, no invoice sent yet; will be sent upon completion unless you'd like for us to send now)

2. The Advanced Search invoice will begin its billing cycle at the same time as (how many years do you want to pay upfront for this? 3 or 5? We can also combine or separate the Advanced Search from something else if you'd like)

3. 104 additional cameras (invoice has been sent)

If we do nothing today, what would happen is:

1. Flock sends invoice for initial batch of cameras at validation of all cameras for 3 years of service

2. Flock sends separate invoice for Advanced Search for traditional annual billing

3. Flock expects payment on already sent invoice for 5 years/104 cameras

Hope this helps clear things up. Moral of the story: we'll work with you to make the earlier stuff work, but we do anticipate payment on the 104 based on your request. That said, the billing cycle won't begin until they're in the ground.

Let me know both how you'd like to proceed and if you have any questions.

Thank you and stay safe,

Adam Rabinowitz

Head of Customer Experience

Flock Safety

On Mon, Mar 28, 2022 at 12:54 PM Daniel Cohen <dcohen@cityofsantamaria.org> wrote:

> Adam –
>
> I appreciate the time you took today to discuss what billing will look like upon completion of our two projects.
>
> Thank you,
>
> Dan
>
> *Dan Cohen, Division Commander*
>
> *Santa Maria Police Department*
>
> *(805) 928-3781 X-1234*
>
> ---
>
> **From:** Flock Safety Billing <billing@flocksafety.com>
> **Sent:** Friday, March 25, 2022 12:54 PM
> **To:** Daniel Cohen <dcohen@cityofsantamaria.org>

Subject: Invoice CINV-007292 from Flock Safety

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Dear CA - Santa Maria PD,

Please view the details of your recent invoice below.

Invoice No: CINV-007292
Invoice Date: 03/16/2022
Invoice Total: $1,275,248.00
Due Date: 04/15/2022

To pay by credit card, click on the following link:

Make a Payment →

If paying by check, please be sure to mail with a printed copy of your invoice to:
Flock Safety
PO Box 207576
Dallas, TX 75320-7576

If you have any questions about your service or installation, please contact support@flocksafety.com.
If you have any questions about your invoice, please reach out to billing@flocksafety.com.

Need a copy of our W9 or COI? See below.
Flock Group Inc. W9
Flock Group Inc. COI

We appreciate your business!

Thank you,
Flock Safety Billing